



Invoice No.: IND-1016-00009

Sold To:

Indiana State Department of Health
ATTN: Finance /Purchasing, 2C
2 N. Meridan Street
Indianapolis, IN 46204

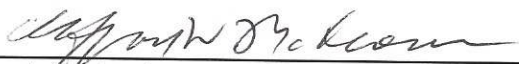
Invoice Date: 7/20/2017

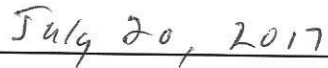
Order Number: 0017544779

Fund: 61910/571513 / 305000

Description of Services
Personal Services

Federal ID: 23-2868660
Contract Period: 10/1/2016 - 9/30/2017
Contract Amount: \$2,250,000.00
Contract Number: 17466
Date of Services: 6/1/2017 - 6/30/2017
Payment requested for: Real Alternatives, Inc.
Description of Services and Tot: \$ 217,585.41
See attached detailed charges required
by ISDH program
Project Code: N/A
Activity Code: N/A


Vendor's signature


Date



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EXCELLENCE

Accredited under the
Pennsylvania Association
of Nonprofit Organizations'
Standards for Excellence

7810 Allentown Boulevard, Suite 304, Harrisburg, PA 17112

717-541-1112 (V) 717-541-9713 (F)

www.RealAlternatives.org * www.LoveFacts.org * www.ConcernedParents.com

Attachment B: Budget

Real Alternatives, Inc. A70-5-041137

Indiana Pregnancy & Support Services Program

October 1, 2016 - September 30, 2017

| Expense Type | Budget Category | Expense Detail | Budgeted Cost | Actual Expenses YTD-May 2017 | Actual Cost Jun-17 | Actual Expenses YTD-June 2017 | Remaining Cost July 2017 to Sep-2017 |
|--------------------------|-----------------|---------------------------------|-----------------------|---------------------------------|-----------------------|----------------------------------|---|
| Administrative Salary | | President & CEO | \$55,000.00 | 21,654.09 | 5,309.86 | 26,963.95 | \$28,036.05 |
| Administrative Salary | | VP of Administration | \$20,000.00 | 13,531.78 | 2,844.34 | 16,376.12 | \$3,623.88 |
| Administrative Salary | | Assistant Director of Finance | \$0.00 | - | \$0.00 | - | \$0.00 |
| Administrative Salary | | Senior Accountant | \$6,000.00 | 5,366.36 | \$987.03 | 6,353.39 | (\$353.39) |
| Administrative Salary | | Junior Accountant | \$0.00 | - | \$0.00 | - | \$0.00 |
| Administrative Salary | | Bookkeeper | \$2,000.00 | 710.15 | \$274.33 | 984.48 | \$1,015.52 |
| Services Salary | | VP of Operations | \$40,000.00 | 12,407.09 | \$1,998.65 | 14,405.74 | \$25,594.26 |
| Services Salary | | Indiana Services Director | \$40,000.00 | - | \$0.00 | - | \$40,000.00 |
| Services Salary | | Services Coordinator | \$10,000.00 | 3,332.37 | \$748.15 | 4,080.52 | \$5,919.48 |
| Services Salary | | Services Assistance | \$7,500.00 | 2,762.35 | \$731.72 | 3,494.07 | \$4,005.93 |
| Services Salary | | Billing Coordinator | \$5,000.00 | 1,517.52 | \$1,414.15 | 2,931.67 | \$2,068.33 |
| Services Salary | | Service Provider Approval | \$2,000.00 | 56.16 | \$0.00 | 56.16 | \$1,943.84 |
| Services Salary | | Service Provider Monitoring | \$3,000.00 | 63.13 | \$20.39 | 83.52 | \$2,916.48 |
| Services Salary | | Hotline Counselor | \$2,000.00 | 849.55 | \$234.70 | 1,084.25 | \$915.75 |
| | | Subtotal | \$192,500.00 | \$62,250.55 | \$14,563.32 | \$76,813.87 | \$115,686.13 |
| Administrative Fringe | | Unused Sick | \$0.00 | - | \$0.00 | - | \$0.00 |
| Services Fringe | | Unused Sick | \$0.00 | - | \$0.00 | - | \$0.00 |
| Administrative Fringe | | Payroll Taxes | \$5,000.00 | 2,504.03 | \$553.05 | 3,057.08 | \$1,942.92 |
| Services Fringe | | Payroll Taxes | \$9,000.00 | 1,237.48 | \$316.59 | 1,554.07 | \$7,445.93 |
| Administrative Fringe | | Workers' Comp | \$500.00 | 164.83 | \$21.90 | 186.73 | \$313.27 |
| Services Fringe | | Workers' Comp | \$500.00 | 134.86 | \$17.92 | 152.78 | \$347.22 |
| Administrative Fringe | | Pension | \$2,500.00 | 1,102.31 | \$223.76 | 1,326.07 | \$1,173.93 |
| Services Fringe | | Pension | \$2,000.00 | 483.82 | \$118.91 | 602.73 | \$1,397.27 |
| Administrative Fringe | | Employee Group Ins | \$14,000.00 | 6,660.67 | \$965.48 | 7,626.15 | \$6,373.85 |
| Services Fringe | | Employee Group Ins | \$10,000.00 | 2,689.29 | \$393.41 | 3,082.70 | \$6,917.30 |
| | | Subtotal | \$43,500.00 | \$14,977.29 | \$2,611.02 | \$17,588.31 | \$25,911.69 |
| Administrative Travel | | Travel/Lodging | \$500.00 | 20.53 | \$- | 20.53 | \$479.47 |
| Services Travel | | Travel | \$10,000.00 | 1,216.50 | \$185.84 | 1,402.34 | \$8,597.66 |
| | | Subtotal | \$10,500.00 | \$1,237.03 | \$185.84 | \$1,422.87 | \$9,077.13 |
| Administrative Supplies | | Office Expense | \$31,000.00 | 2,232.61 | \$502.15 | 2,734.76 | \$28,265.24 |
| Administrative Supplies | | Computer Resources/Upgrade: | \$15,000.00 | - | \$- | - | \$15,000.00 |
| Services Supplies | | Client Education Materials | \$20,000.00 | 6,543.45 | \$5,014.83 | 11,558.28 | \$8,441.72 |
| Services Supplies | | Pregnancy Test Kits | \$5,000.00 | 3,597.00 | \$370.60 | 3,967.60 | \$1,032.40 |
| | | Subtotal | \$71,000.00 | \$12,373.06 | \$5,887.58 | \$18,260.64 | \$52,739.36 |
| Administrative Contracts | | Accounting/IT/Legal consulting | \$10,000.00 | 1,189.69 | \$1,648.62 | 2,838.31 | \$7,161.69 |
| Administrative Contracts | | Auditing | \$4,000.00 | 2,073.19 | \$425.83 | 2,499.02 | \$1,500.98 |
| Administrative Contracts | | Copier Service Contracts | \$750.00 | 409.28 | \$38.16 | 447.44 | \$302.56 |
| Services Contracts | | Client Service Providers | \$1,809,500.00 | 1,264,188.54 | \$190,736.92 | 1,454,925.46 | \$354,574.54 |
| Services Contracts | | Meetings/Seminars/Conference | \$7,000.00 | - | \$- | - | \$7,000.00 |
| Services Contracts | | Services Advertising | \$0.00 | - | \$0.00 | - | \$0.00 |
| Services Contracts | | Services Database Consulting | \$15,000.00 | 4,250.00 | \$21.25 | 4,271.25 | \$10,728.75 |
| | | Subtotal | \$1,846,250.00 | \$1,272,110.70 | \$192,870.78 | \$1,464,981.48 | \$381,268.52 |
| Administrative Other | | Professional Development | \$2,000.00 | 822.04 | \$137.66 | 959.70 | \$1,040.30 |
| Administrative Other | | Job advertising | \$500.00 | 290.79 | \$- | 290.79 | \$209.21 |
| Administrative Other | | New employee screening | \$250.00 | - | \$- | - | \$250.00 |
| Administrative Other | | Postage/Shipping | \$10,000.00 | 1,537.03 | \$20.55 | 1,557.58 | \$8,442.42 |
| Administrative Other | | Rent | \$40,000.00 | 6,331.19 | \$843.63 | 7,174.82 | \$32,825.18 |
| Administrative Other | | Telephone Service | \$3,500.00 | 1,183.33 | \$234.75 | 1,418.08 | \$2,081.92 |
| Administrative Other | | General Business Liability Ins | \$1,000.00 | 295.06 | \$39.21 | 334.27 | \$665.73 |
| Administrative Other | | Insurance - Directors & Officer | \$1,500.00 | 736.56 | \$97.89 | 834.45 | \$665.55 |
| Services Other | | Toll Free Referral System | \$2,500.00 | 531.38 | \$93.18 | 624.56 | \$1,875.44 |
| Services Other | | Contract Closetout Cost | \$25,000.00 | - | \$- | - | \$25,000.00 |
| | | Subtotal | \$86,250.00 | \$11,727.38 | \$1,466.87 | \$13,194.25 | \$73,055.75 |
| Administrative | | | \$225,000.00 | 68,815.52 | \$15,168.20 | 83,983.72 | \$141,016.28 |
| Services | | | \$2,025,000.00 | \$1,305,860.49 | \$202,417.21 | \$1,508,277.70 | \$516,722.30 |
| Total | | | \$2,250,000.00 | \$1,374,676.01 | \$217,585.41 | \$1,592,261.42 | \$657,738.58 |

Real Alternatives
Actual Administrative Expenses
Indiana: Fiscal Year 2016-17

| Cost Category | Budgeted Dollars | Actual Expenses | Actual Expenses | Actual Expenses | Remaining Cost |
|--------------------------------------|-------------------------|---------------------|---------------------|---------------------|-----------------------|
| Personnel | | YTD-May 2017 | Jun-17 | YTD-June 2017 | July 2017 to Sep-2017 |
| President & CEO | \$55,000.00 | \$ 21,654.09 | \$ 5,309.86 | \$ 26,963.95 | \$28,036.05 |
| VP of Administration | \$20,000.00 | \$ 13,531.78 | \$ 2,844.34 | \$ 16,376.12 | \$3,623.88 |
| Assistant Director of Finance | \$0.00 | \$ - | \$0.00 | \$ - | \$0.00 |
| Senior Accountant | \$6,000.00 | \$ 5,366.36 | \$987.03 | \$ 6,353.39 | (\$353.39) |
| Junior Accountant | \$0.00 | \$ - | \$0.00 | \$ - | \$0.00 |
| Bookkeeper | \$2,000.00 | \$ 710.15 | \$274.33 | \$ 984.48 | \$1,015.52 |
| Professional Development | \$2,000.00 | \$ 822.04 | \$137.66 | \$ 959.70 | \$1,040.30 |
| Payroll Taxes | \$5,000.00 | \$ 2,504.03 | \$553.05 | \$ 3,057.08 | \$1,942.92 |
| Workers Compensation Insurance | \$500.00 | \$ 164.83 | \$21.90 | \$ 186.73 | \$313.27 |
| Pension | \$2,500.00 | \$ 1,102.31 | \$223.76 | \$ 1,326.07 | \$1,173.93 |
| Employee Group Insurance | \$14,000.00 | \$ 6,660.67 | \$965.48 | \$ 7,626.15 | \$6,373.85 |
| Job Advertising | \$500.00 | \$ 290.79 | \$ - | \$ 290.79 | \$209.21 |
| New Employee Screening | \$250.00 | \$ - | \$ - | \$ - | \$250.00 |
| Total Personnel | \$ 107,750.00 | \$ 52,807.05 | \$ 11,317.41 | \$ 64,124.46 | \$ 43,625.54 |
| Operating | Budgeted Dollars | | | | |
| Accounting/IT/Legal Consulting | \$10,000.00 | \$ 1,189.69 | \$1,648.62 | \$ 2,838.31 | \$7,161.69 |
| Postage/Shipping | \$10,000.00 | \$ 1,537.03 | \$20.55 | \$ 1,557.58 | \$8,442.42 |
| Auditing | \$4,000.00 | \$ 2,073.19 | \$425.83 | \$ 2,499.02 | \$1,500.98 |
| Travel/Lodging | \$500.00 | \$ 20.53 | \$0.00 | \$ 20.53 | \$479.47 |
| Rent | \$40,000.00 | \$ 6,331.19 | \$843.63 | \$ 7,174.82 | \$32,825.18 |
| Telephone Service | \$3,500.00 | \$ 1,183.33 | \$234.75 | \$ 1,418.08 | \$2,081.92 |
| General Business Liability Insurance | \$1,000.00 | \$ 295.06 | \$39.21 | \$ 334.27 | \$665.73 |
| Insurance-Directors & Officers | \$1,500.00 | \$ 736.56 | \$97.89 | \$ 834.45 | \$665.55 |
| Office Expense | \$31,000.00 | \$ 2,232.61 | \$502.15 | \$ 2,734.76 | \$28,265.24 |
| Computer Resources | \$15,000.00 | \$ - | \$ - | \$ - | \$15,000.00 |
| | | \$ - | \$ - | \$ - | |
| Total Operating | \$ 116,500.00 | \$ 15,599.19 | \$ 3,812.63 | \$ 19,411.82 | \$ 97,088.18 |
| Equipment | Budgeted Dollars | | | | |
| Equipment Service Contracts | \$750.00 | \$ 409.28 | \$38.16 | \$ 447.44 | \$302.56 |
| Total Administrative Expenses | \$ 225,000.00 | \$ 68,815.52 | \$ 15,168.20 | \$ 83,983.72 | \$ 141,016.28 |

Actual Services Expenses
Indiana: Fiscal Year 2016-17

| Cost Category Personnel | Budgeted Dollars | Actual Expenses YTD-May 2017 | Actual Expenses Jun-17 | Actual Expenses YTD-June 2017 | Remaining Cost July 2016 to Sep-2016 |
|------------------------------------|-------------------------|---|-----------------------------------|--|---|
| Vice President of Operations | \$40,000.00 | \$ 12,407.09 | \$1,998.65 | \$ 14,405.74 | \$25,594.26 |
| Indiana Services Director | \$40,000.00 | \$ - | \$0.00 | \$ - | \$40,000.00 |
| Services Coordinator | \$10,000.00 | \$ 3,332.37 | \$748.15 | \$ 4,080.52 | \$5,919.48 |
| Billing Coordinator | \$5,000.00 | \$ 1,517.52 | \$1,414.15 | \$ 2,931.67 | \$2,068.33 |
| Services Assistance | \$7,500.00 | \$ 2,762.35 | \$731.72 | \$ 3,494.07 | \$4,005.93 |
| Service Provider Approval | \$2,000.00 | \$ 56.16 | \$0.00 | \$ 56.16 | \$1,943.84 |
| Service Provider Monitoring | \$3,000.00 | \$ 63.13 | \$20.39 | \$ 83.52 | \$2,916.48 |
| Hotline Counselor | \$2,000.00 | \$ 849.55 | \$234.70 | \$ 1,084.25 | \$915.75 |
| Payroll Taxes | \$9,000.00 | \$ 1,237.48 | \$316.59 | \$ 1,554.07 | \$7,445.93 |
| Workers Compensation Insurance | \$500.00 | \$ 134.86 | \$17.92 | \$ 152.78 | \$347.22 |
| Pension | \$2,000.00 | \$ 483.82 | \$118.91 | \$ 602.73 | \$1,397.27 |
| Employee Group Insurance | \$10,000.00 | \$ 2,689.29 | \$393.41 | \$ 3,082.70 | \$6,917.30 |
| | | | | | |
| | | | | | |
| | | | | | |
| Total Personnel | \$ 131,000.00 | \$ 25,533.62 | \$ 5,994.59 | \$ 31,528.21 | \$ 99,471.79 |
| Operating | Budgeted Dollars | | | | |
| Client Education Materials | \$20,000.00 | \$ 6,543.45 | \$5,014.83 | \$ 11,558.28 | \$8,441.72 |
| Services Advertising | \$0.00 | \$ - | \$0.00 | \$ - | \$0.00 |
| Meetings/Seminars/Conference | \$7,000.00 | \$ - | \$0.00 | \$ - | \$7,000.00 |
| Travel/Lodging To Service Provider | \$10,000.00 | \$ 1,216.50 | \$185.84 | \$ 1,402.34 | \$8,597.66 |
| Srvcs Database Consulting & Dev | \$15,000.00 | \$ 4,250.00 | \$21.25 | \$ 4,271.25 | \$10,728.75 |
| Client Service Providers | \$1,809,500.00 | \$ 1,264,188.54 | \$190,736.92 | \$ 1,454,925.46 | \$354,574.54 |
| Toll-free Referral System | \$2,500.00 | \$ 531.38 | \$93.18 | \$ 624.56 | \$1,875.44 |
| Contract Closeout Cost | \$25,000.00 | \$ - | \$0.00 | \$ - | \$25,000.00 |
| | | \$ - | | \$ - | |
| | | \$ - | | \$ - | |
| | | \$ - | | \$ - | |
| Total Operating | \$ 1,889,000.00 | \$ 1,276,729.87 | \$ 196,052.02 | \$ 1,472,781.89 | \$ 416,218.11 |
| Equipment | Budgeted Dollars | | | | |
| Pregnancy Test Kits | \$5,000.00 | \$ 3,597.00 | \$370.60 | \$ 3,967.60 | \$1,032.40 |
| | | | | | |
| Total Services Expenses | \$ 2,025,000.00 | \$ 1,305,860.49 | \$ 202,417.21 | \$ 1,508,277.70 | \$ 516,722.30 |